SEAPORT-e WORKSHOP

2014 Navy Gold Coast
Small Business Event

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Agenda

- SeaPort-e Overview
  - How Do SeaPort-e MACs Operate?
  - How Are Task Orders Awarded in SeaPort?
- How Do I Become A SeaPort-e MAC Holder?
- You Won A SeaPort-e MAC – Now What?
  - Lessons Learned
  - Helpful Hints
- What is SeaPort-o
- Whatever Else You Want To Discuss…

What Is SeaPort-e?

- Navy's Enterprise solution and to acquire Engineering, Financial, and Program Management support services

- Electronic platform to solicit, award, and administer Task Orders to SeaPort-e MAC holders

SeaPort-e Programmatic Approach

- SeaPort-e Multiple Award Contract (MAC):
  - Up to five-year Base ordering period w/Five-Year Award Term
  - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
  - 2,428 MAC Holders as of Aug 2014 (87% small businesses)

- Allows for small business set-asides (restricted competition)
  - Task Order competitions may be restricted to small businesses and certain small business sub-categories (HUB Zone, SDVOSB)
  - MOA with SBA for 8(a) set-aside restricted competitions

- Rolling Admissions conducted annually to refresh vendor base

Rolling Admissions

- Basic MAC clause H.8 allows for additional IDIQ prime contract awards

- Rolling Admissions procurements conducted by NSWC Dahlgren
  - MACs administered by PCO at NSWC Dahlgren

- Rolling Admissions procurements provide:
  - Contractors with ability to obtain SeaPort prime contract
  - Existing SeaPort vendors with ability to expand into additional zones
  - Existing SeaPort Vendors to recertify status
  - Ability to include new ordering activities under the contract

- Last Rolling Admissions awards made in Dec 2013 added 446 companies, 420 of which were small businesses

- Next Rolling Admission will be announced on SeaPort home page and via FedBizOpps.

How do SeaPort-e MACs Operate?

- Rolling Admissions conducted annually

- All MACs managed by NSWC Dahlgren, therefore all SeaPort MACs are N00178-XX-D-XXX

- In order to maintain continuity, all MACs modified at least annually, to baseline clauses to most current versions

- Most All Navy Contracting Activities have ordering authority to utilize SeaPort-e MACs

  - Each Navy authorized ordering activity has unique ordering code, per DFARS, designating who owns which task orders issued against the common MACs. For example, EH is NAVSEA HQ ordering code. All task orders beginning with EH belong to NAVSEA HQ

Centralized Program Management – Decentralized Ordering Authority

How Are Task Orders Awarded?

- SeaPort-e policy requires **ALL TASK ORDERS COMPETED 100%**

  - Fair Opportunity exceptions (urgency, one source, logical follow-on) not recognized in SeaPort-e

  - No bridges, no additional scope or other changes in ceiling

- Task Orders may be either Fixed Price, Cost Type, or both

- Task Orders competed in one of seven geographic zones

- All MAC holders (and their subcontracting team members) registered in a zone automatically receive notification of release of all solicitations issued in that zone.

- All proposals electronically submitted within the portal

- All post award task order administration conducted within the portal

- Task Order period of performance can not exceed 5 years in length

Ordering Activities by SeaPort-e Zones

ZONE 1

SUPSHIP Bath
SUPSHIP Groton
NSWC Carderock, Phil
NUWC Newport
NAVAIR Lakehurst
FISC Norfolk Contracting Dept., Phil
NAVSUP Contracting Management Dir

ZONE 7

FISC Everett Washington
SUPSHIP NWRMC
NUWC Keyport

ZONE 6

USMC Camp Pendleton
USMC Yuma
USMC Miramar
NAVAIR Weapons Division, Point Magu
Southwest Division, NAVFAC
FISC San Diego Regional Contracts
SPAWAR HQ
SPAWAR SSC San Diego
USMC Camp Pendleton
USMC Yuma
USMC Miramar
USMC 29 Palms
USMC Kaneohe Bay

ZONE 5

NSWC Crane

ZONE 2

NAVFAC Washington
NSWC Indian Head
Naval Medical Logistics Command
SPN
HQMC, Installation and Logistics
RCO Quantico
MARCORSYSCOM
Naval Medical Logistics Command
SPN
HQMC, Installation and Logistics
RCO Quantico
MARCORSYSCOM

ZONE 3

USMC Cherry Point
SPAWAR SSC Charleston
FISC Norfolk
USMC Camp Lejune
USMC Cherry Point
SPAWAR SSC Charleston
FISC Norfolk.

ZONE 4

Navy Expert Diving Unit

FISC Jacksonville, Contracting Dept
SPAWAR SSC New Orleans
USMC Albany
USMC New Orleans
USMC Blount Island

- **(1) Northeast Zone**
- **(2) National Capital Zone**
- **(3) Mid Atlantic Zone**
- **(4) Gulf Coast Zone**
- **(5) Midwest Zone**
- **(6) Southwest Zone**
- **(7) Northwest Zone**

SeaPort-e Program Results

Navy Virtual SYSCOM Awards To Date:

SYSCOM:	# of Task Orders:	# of Actions / Mods:	TPV @ Award:	Funded To Date:
NAVAIR	339	10,124	$9,502,031,220	$6,221,492,535
NAVFAC	221	1,879	$852,698,923	$659,249,657
NAVSEA	2,691	54,368	$53,333,479,185	$25,031,539,835
NAVSUP	1,063	4,021	$2,569,207,254	$1,630,525,331
SPAWAR	711	10,802	$9,283,079,351	$5,981,430,507
SSP	1	21	$36,786,701	$30,134,278
USMC	147	1,027	$1,105,199,109	
ONR	38	412	$354,967,756	$133,018,302
MSC	7	29	$132,759,489	$26,721,474
DTRA	3	29	$19,754,335	$12,999,527
SeaPort-o				
NAVSUP		1,918		$169,575,731
SPAWAR	204	355	$300,905,747	$185,356,898
Totals:	6,105	84,985		$40,779,010,640

Small Business Participation

- ## SeaPort-e Results:

  – Prime MAC awards: 2,105 of 2,428 (87%) (as of Jun 2014)

  – Percent of <u>total dollar obligations</u> to small business concerns

  – 50% of all SB MAC Primes have submitted Task Orders at the subcontract level: goal: 20%, actual: 20%

NAVSEA Top 10 PSCs FY12

PSC	Description	Total $	SB $	SB %
1904	Submarines	$3,306,971,347	$ 26,244,798	.79%
1911	Amphibious Assault Ships	$2,548,828,940	$ 310,000	. 01%
1905	Combat Ships & Landing Vessels	$1,828,118,921	$ 90,152	.00%
4470	Nuclear Reactors	$1,336,033,488	$0	0%
1901	Aircraft Carriers	$1,194,786,963	$0	0%
R425	Support-Professional: Engineering & Technical	$1,062,285,243	$236,534,810	22.67%
B544	Special Studies/Analysis-Technology	$ 991,791,527	$0	0%
1903	Destroyers	$ 891,602,444	$0	0%
J998	Non-nuclear Ship Repair (East)	$ 692,204,222	$273,403,558	39.50%
1990	Miscellaneous Vessels	$ 686,632,405	$ 28,751	.00%

Command Focus On SB Opportunities - Especially In Support Services

How Do I Become A SeaPort-e MAC Holder?

- You want to get a SeaPort-e MAC, where do you start?
  - Teaming Arrangements
    - You do not have to be a Prime MAC holder to view SeaPort-e solicitations and participate in SeaPort. Find a current SeaPort-e MAC holder (prime contractor) and request the MAC holder add your company as an approved team member
    - All approved team members receive notice from the system whenever a solicitation is released in the zone associated with that particular prime contractor
  - Visit **www.seaport.navy.mil** and review previous Rolling Admissions solicitations in preparation for the next Rolling Admissions

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You Won a SeaPort-e Mac – Now What?

- Simply winning a MAC will not bring work to your business - you must get out there and compete at the Task Order level!

- Monitor Opportunities available in your Zone

- Emails are sent to all corresponding Zone MAC holders (and their team members) when solicitations are issued.

- Team with larger businesses or other incumbent small businesses to get a foot in the door.

- Capitalize on networking opportunities

- Develop a relationship with procuring activities

- Get to know Navy procuring activities Deputies for Small Business and contact them. DSBs review all requirements and help determine small business set-aside opportunities

- Navy Program Offices are the requirements developers – attend industry days, send capabilities statements so program managers are aware of the market place and help facilitate small business set asides

NAVSEA DSBs

NAVSEA HQ DSB   *sarkis.tatigian@navy.mil*
                                 brian.d.white@navy.mil

NSWC Dahlgren   *kristofer.parker@navy.mil*
NSWC Carderock   *irene.katacinski@navy.mil*
NSWC Crane   *reggie.joslin@navy.mil*
NUWC Newport   *stephen.g.stewart@navy.mil*
NUWC Keyport   *diane.kostelecky@navy.mil*
NSWC Port Hueneme   *john.l.kurtz@navy.mil*
NSWC Corona   *daniel.deconzo@navy.mil*
NSWC Indian Head   *debra.weems@navy.mil*
NSWC Panama City   *gerald.sorrell@navy.mil*

NAVSEA DSBs

SWRMC   alice.watson@navy.mil

SERMC   claudette.surrento@navy.mil

MARMC   lyn.stewart@navy.mil

SUPSHIP Groton   william.hillman@supshipgr.navy.mil

SUPSHIP Bath   joan.reynolds@supshipba.navy.mil

SUPSHIP Gulf Coast   curtis.welsh@navy.mil

SUPSHIP Newport News   joyce.williams@supshipnn.navy.mil

Naval EOD IH   priscilla.swann@navy.mil

Pearl Harbor Naval Shipyard   Vacant

Puget Sound Naval Shipyard   brenda.lancaster@navy.mil

Lessons Learned

- Own Your MAC!
  - Keep your SeaPort accounts active!
  - Sign your bilateral MAC modifications
  - Check your junk email files & change your settings if necessary
- Actively pursue business system approvals
  - NAVSEA & DCAA coordination & assistance is available
  - When you win a MAC, you will receive an email regarding a pre-award survey questionnaire. If you are interested in pursuing cost type work, complete the questionnaire and return as instructed in the email

Lessons Learned

- Once responses are vetted by our internal auditor, we are achieving a success rate on first time pre-award audits of approximately 90%. The audit nominally takes 60 days but is contingent upon existing workload at the DCAA office

- An approved accounting system is not required to bid on cost type work, a positive pre-award determination that your accounting system is adequate to handle cost type work is required

- Your accounting system will be reviewed again by DCAA once you have obtained cost type work

- Submit task order proposals in the Vendor Portal

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  timeframe

- Be aware of amendments issued

  – Amendments can be issued both before the closing time or after the solicitation has closed

  – Issuance of an amendments removes both draft proposals and proposals that were submitted under a solicitation

    - You MUST reload your proposal – even if the amendment does not cause you to alter your proposal submission

    - If you do not reload- your proposal will not be available for the Government to evaluate, even if you submitted it by the closing time.

- It is your responsibility to ensure all your information is received by the Government.

Helpful Hints-Proposal Uploading

- Your proposal must be signed and all Section B pricing must be completed prior to the closing time.

- This is an automated system. When the closing time arrives, the portal will close and boot you off, regardless of where you are in the process of uploading proposal documents. REMEMBER – LATE IS LATE!

- The system tracks both log in and activity information automatically.

- Do not assume that because you logged into the system and uploaded draft proposal documents before the closing time that your proposal will be accepted. The system will not allow you to finalize your draft documents after closing time.

- It is your responsibility to ensure you have enough time to upload your proposal and to report any technical problems via both the help desk within the vendor portal and notification to the cognizant Contracting Officer prior to the closing time. DON'T WAIT TO UPLOAD!

What is SeaPort-o?

- A set of MACs awarded outside of SeaPort-e for specifically targeted supplies/services. Allows for use of SeaPort electronic platform functionality.

- Not open to all SeaPort-e MAC holders

  - A vendor does not need to hold a SeaPort-e MAC in order to participate in SeaPort-o

  - Vendors must respond to the specific opportunities, which are advertised in FedBidOps by the ordering activity, in order to participate in SeaPort-o efforts

  - Currently, NAVSUP utilizes SeaPort-o for Global Business Solution MACs as does SPAWAR SYSCEN LANT for other services

SeaPort Information

- SeaPort home page – www.seaport.navy.mil

- General SeaPort contracting questions – SEAPORT_EPCO@navy.mil

- Portal operational support – seaportsupport@aquilent.com

QUESTIONS??

Back-up

Program Evolution

Category	SeaPort Original (2001 – 2004)	SeaPort-Enhanced (2004-2005)	VS SeaPort-Enhanced (2005-Present)
Portal Components	"Buy" site for Gov't, "Sell" site for Industry	Same	Same
Program Website	Yes – www.seaport.navy.mil	Same	Same
Navy Users	NAVSEA HQ	All NAVSEA	All Navy Virtual SYSCOM
# of Ordering Offices	1	24	118
# of Prime MACs	21	151	2885
# of Functional Service Areas	4	21	22
SB Consideration?	No	Yes	Yes, incl., HUB Zone, SDVOSB
Task Order's Competed Nationally?	Yes	No	No

Data as of 20 July 2012

22 Functional SOW Areas

1. Research and Development Support
2. Engineering, System Engineering and Process Engineering support
3. Modeling, Simulation, Stimulation, and Analysis Support
4. Prototyping, Pre-Production, Model-Making, and Fabrication Support
5. System Design Documentation and Technical Data Support
6. Software Engineering, Development, Programming, and Network Support
7. Reliability, Maintainability, and Availability (RM&A) Support
8. Human Factors, Performance, and Usability Engineering Support
9. System Safety Engineering Support
10. Configuration Management (CM) Support
11. Quality Assurance (QA) Support
12. Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
13. Inactivation and Disposal Support
14. Interoperability, Test and Evaluation, Trials Support
15. Measurement Facilities, Range, and Instrumentation Support
16. Logistics Support
17. Supply and Provisioning Support
18. Training Support
19. In-Service Engineering, Fleet Introduction, Installation and Checkout Support
20. Program Support
21. Functional and Administrative Support
22. Public Affairs and Multimedia Support

http://www.seaport.navy.mil/main/home/seaport-e_scope.html

SeaPort-e Acquisition Lifecycle

SeaPort-e Government Portal:

| Access Procurement Data | → | Create Draft Solicitation | → | Lock Solicitation / Amendment |

| Bid Evaluation | → | Create / Modify Task Order | → | Execute Task Order / Mod |

SeaPort-e Vendor Portal:

| Vendor Bid Submission | ← | Questions & Answers | ← | Release Solicitation | | Distribute Award Notice |

External System Interfaces:

| Create Purchase Request (Navy ERP) | Receive Award Data (SPS) | Receive CAR Data (FPDS-NG) | Receive Award Documents (EDA) |

= Industry User Function   = Government User Function